

MARIANNE HAYES

SENIOR FINANCIAL STRATEGIST AND CONSULTANT

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UNLOCKING POTENTIAL AND MINIMIZING RISK

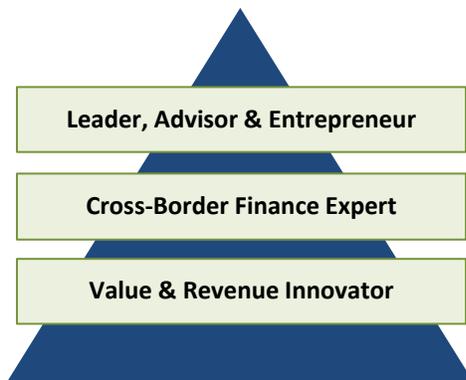
>\$500B Securities Issued ▪ 900+ Deals Negotiated and Executed ▪ ZERO Losses on Transactions

C-SUITE EXECUTIVE & ADVISOR with 20+ years of refined experience shaping, negotiating, and executing trailblazing investments and agreements—delivering superior value at minimal risk. Known for reimagining business and financial strategies to outperform, outpace, and outshine competitors in emerging markets around the world.

Expert in guiding Fortune 50 corporations and private investors to **LEAD THE MARKET** through financial eloquence, rigorous due diligence, and deep understanding of the competitive forces that drive operational and economic change.

BUSINESS AND FINANCIAL VALUE

“Marianne is a billion-dollar opportunity creator for our business.” – CFO, Boeing



- Co-founded **BEST-IN-CLASS** financial and investment advisory firm in New York City and Washington, D.C.
- Negotiated 900+ deals and issued **>\$500B** in securities in public/private global capital markets.
- Produced **ZERO LOSSES** on executed transactions by strategically managing financial and reputational risks.
- Carved out opportunities and **FIRST-OF-THEIR-KIND** products for banking, finance, alternative investments, commodities, energy, and other industries.

CAREER EXPERIENCE

“Marianne excavated cross-border opportunities that we didn’t know were there.” – CEO Global Markets, IBM

Superior Capital Investments Corp.

Chief Strategy Officer | Senior Advisor, Cross-Border Agreements ▪ 2005 to Present

Cut through volatility to expose investment opportunities for Fortune 50 corporations, governments, and some of the world’s most affluent investors. Foster relationships at the topmost levels while charting and executing value-driven transactions.

Business and Market Impact

- Delivered double-digit growth for multibillion- and multitrillion-dollar accounts.
- Developed industry-first self-regulated hedge fund vehicle.
- Saved \$10M annually by refocusing the strategy and introducing efficient processes for operations and client services.

Opportunity Analysis, Deal Structuring, and Execution

- Invented new markets and asset classes for corporations, wealth fund managers, and investors worldwide.
- Structured and closed deals with values exceeding \$1.2B.
- Captured 100% market share in emerging countries for some of the world’s fastest-growing technology companies.
- Partnered closely with top Sharia scholars, Islamic finance experts, GCC, ASEAN, and international stakeholders to navigate the complexities required for Sukuk issuance.

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Voice of the Stakeholder

- Engaged the client as co-creator and advocate to design agreements that are truly win-win, and boost the odds of securing profitable bids in the hundred-million and billion-dollar range.
- Kindled relationships and deepened conversations with clients in Europe, Asia, and MENA.
- Traveled around the globe to establish local presence, ensure cultural alignment, and provide post-transaction management.

REPRESENTATIVE DEALS

\$400M investment

Designed first-ever capital guarantee and yield-protected fund for a single-asset manager, with AAA guarantor at nominal cost.

\$1.2B investment

Conceived, created the opportunity, and paved the way for a sovereign wealth fund's investment in new asset class with a top U.S. financial firm.

\$300M investment

Advised on aircraft sale lease-back financing in a saturated market, and negotiated a major Asian investor's entry into the transportation industry.

\$1B investment

Performed optimal product analysis of gas processing technologies, and created a risk and economic management proposal to justify R&D.

United Bank of the Cayman Islands

Chief Operating Officer | Vice President, Mortgage-Backed Securities Trading Desk ▪ 2001 to 2005

\$1B in Warehouse Financings ▪ \$330M in Pass-Through Securitization Transactions ▪ \$100M in Cost Savings

Expanded the possibility frontier for corporate and private clients by developing a powerhouse team and shaping business-aligned risk strategies. Provided investment and operational advice to the CEO and CFO.

Lean Operations and High Financial Returns

- Delivered strong risk-adjusted returns on >\$1.5B in customized transactions and investments.
- Produced seismic shift in trading desk and business operation expenses—cutting \$6M in three months (\$100M in four years), and adding \$5M to the bottom line for every \$1B in settled mortgage-backed investments.

Freddie Mac

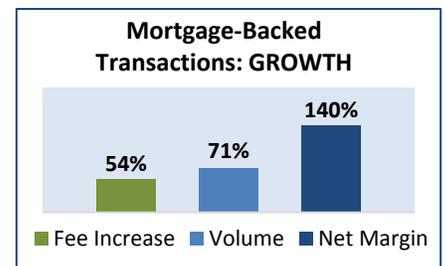
Director, Structured Finance | Head of Pricing and Dealer Network ▪ 1997 to 2001

\$125B in Mortgage-Backed Transactions ▪ >\$4B in New Product Value ▪ 140% in Net Margin Growth

Stepped in as product innovator, advisor, and relationship manager to fine-tune the pricing strategy and expand dealer services. Developed a creative, tireless team that transformed ideas into reality for double- and triple-digit growth.

Product and Pricing-Driven Value

- Priced and settled >\$125B in mortgage-backed transactions.
- Created new products—with pricing up to \$4B—that skyrocketed profitability.
- Increased fees by 54% in four months, improving dealer network and services. Team leader in a business process re-engineering initiative.



EDUCATION

Princeton University

**Master of Business Administration, Specialization in Global Finance
Bachelor of Business Administration in Accounting**

Certified Public Accountant (CPA) ▪ FINRA Series 7, 63 Licenses (inactive)

“Marianne’s global deals generated hundreds of millions of dollars in untapped revenue.” – EVP, Nestlé

ABOUT THIS PROJECT:

In this resume, I aimed for a unique presentation to match this client's personality and uncommon career. I used color for impact, a few graphics for interest, and the client's own flair for language to speak in her own voice.

The finance industry can be traditional, at times. This client does not fit that description. A pioneer who literally 'invented new markets' and executed 'trailblazing investments' for her corporate and high-wealth private clients, she 'expanded the possibility frontier' (this last phrase consists of her words, not mine) in countless ways, and I wanted to design a resume that distinguished her from a vast population of conservative financial and business strategists.